



New Sales Manager joins ESCATEC to help drive aggressive growth plans

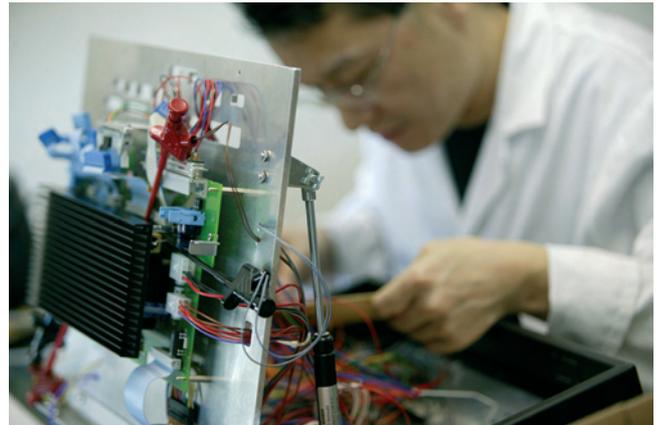
Heerbrugg, Switzerland – September 28, 2011 – ESCATEC, the EMS innovator, has recruited Stefano Losa as Sales Manager for ESCATEC Switzerland. Stefano combines considerable sales experience having worked in senior sales roles at IBM and Cicor with an in-depth understanding of electronics from his academic studies in Neuchâtel. He will be responsible for managing the team of Key Account Executives that supports the existing customer base in Switzerland as well as driving the development of new business.



**Stefano Losa, ESCATEC
Switzerland's new Sales Manager**

“I am really excited about working for ESCATEC,” explained Stefano Losa. “Their business model of having R&D, production and sales all together in one unit ensures that everyone works together in order to provide outstanding service for customers. It is important to have your finger on the pulse and be aware of everything that is going on from innovative new production techniques through to changes in lead times of components. Customers come to ESCATEC for their contract manufacturing needs because they know that we differentiate ourselves by providing exceptional quality and customer care at a competitive price. ”

Stefano's appointment is a key part of ESCATEC's recently announced plans to increase its Research and Development operations significantly over the next five years growing the headcount from 30 to 200 and the turnover from \$4 million to \$40 million. This will enable the company to provide a fully integrated product design and manufacturing service that covers every stage from taking the initial idea for a product through R&D to product design, prototyping and then volume production in the company's Asian facilities.



“As companies increasingly outsource non-core competencies such as R&D and prototype design, they are looking for partners that they can rely on as their company reputations rest on these being done to the highest possible standards,” added Gerhard Klauser, General Manager at ESCATEC Switzerland. “Stefano and his team will play a vital role in maintaining and enhancing our relationships with customers to deliver the quality of service and exceptional customer support that we are famous for, and that will enable us to continue to grow our business.”

For further information about ESCATEC, one of Europe's leading providers of contract design and manufacturing services: www.escatec.com enquiries@escatec.com

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